



PATENT APPLICATION

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

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MAY 02 2002

In re Application of

Subir E. GUPTA et al.

Group Art Unit: 2167

Technology Center 2100

Serial No. 10/024,526

Examiner: TBD

Filed: December 21, 2001

Attorney Docket No. 005222.00117

For: SALES OPTIMIZATION

PRELIMINARY AMENDMENT

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JUN 06 2002

GROUP 3600

Assistant Commissioner for Patents  
Washington, D.C. 20231

Sir:

The Applicant requests that the following amendment be entered prior to an action on the merits.

**IN THE SPECIFICATION**

Please replace the paragraph identified as paragraph [76] beginning at page 18 with the following replacement paragraph:

A1  
--[76] Once the SKU list has been imported, the user allocates sales profiles. The analysis tool 300 imports the necessary input data for each SKU, including sales profiles, and also imports the necessary input data for each SKU, including sales, stock, unit cost, tax rate, and original selling price, from the database system 101. This corresponds to step 305, above. A Sales Data chart 460, shown in Fig. 16, includes an SKU Number column 461, an SKU Description column 463, and a selected Sales Profile column 465.

Please replace the paragraph identified as paragraph [77] beginning at page 18 with the following replacement paragraph:

A2  
--[77] The analysis tool 300 incorporates a facility to reference a number of weeks sales history (i.e., week x to week y), compare the sales history to the selected sales profile, and